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TOWNSEND'S 20TH CENTURY CATALOGUE

STRAWBERRIES And How to Grow Them

E. W. Townsend & Son
SALISBURY, MARYLAND

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OUR OCTOBER MESSAGE

NEVER before have our customers been so prosperous as the past season. Again strawberries have led all other crops as a real money-maker. Thousands of our customers came back with their orders in 1920, and resumed their strawberry planting. Hundreds have told us of their grand success in growing strawberries. For twenty years we have been growing strawberries for market, outside our Nursery business, and we have found strawberries the best paying crop---not once in a while---but strawberries have never failed to be our best money crop.

As we see it strawberry growing is still in its infancy. Never was the future so bright as now for the strawberry growers of America. Prohibition has created an enormous demand for fruit juices for Soda Fountain and other purposes. Millions of gallons will be used annually for this purpose; canning and preserving strawberries as a commercial proposition is fast becoming more important. Large establishments are being built up all over the country wherever strawberries are grown in sufficient quantities to warrant the expense to care for the Juice, Preserving, Jelly and Canning of Strawberries. These people are willing to contract at very high prices a year in advance for their supplies. Not only this, but the city markets are improving every year and higher prices than ever are being paid for all kinds of fruit. Our advice again is to plant all the strawberries you can properly care for, and to plant the varieties that will yield the heaviest of the finest quality fruit.

We are now offering varieties that will produce more than three times the amount of fruit of some of the old standard varieties, and fruit that is by far better quality and will bring double the price on the market. Such varieties are Premier, Ford, Dr. Burrill, Howard 17, Townsend's Big Late, Worlds Wonder, etc.

We again head our list of standard varieties with Premier, and as we stated in our 1920 book, we believe that Premier is the greatest variety ever produced. Ford and Premier work together like a pair of twins. In quality and appearance they are the same. Ford being ten days later than Premier. This pair gives you more than four weeks of the finest berries. A trade is easily built up when such varieties as Premier and Ford are to be had. You start furnishing the trade with Premier and Ford comes right along and holds the trade until the last. Our own profits were around $3,000 per acre this season from these two varieties. We can not recommend them too strongly. Have been tested from California to Maine.

As to Everbearing---Lucky Boy is still the choice of hundreds of our customers. Not only a big sweet juicy everbearer, but one of the very best early June croppers. Size and quality fully equals Chesapeake and more productive. No such thing as failure with the crop when Lucky Boy is grown. Progressive continues to be the leader as an everbearer throughout the South, and as a family garden variety, easy to grow and a sure summer and fall cropper. Nothing gives more pleasure than a few hundred Progressive plants in a home garden, and besides this, enormous profits are being made from the sale of Progressive berries; always a demand at good prices. Some of our neighbors are making right now more than $100.00 per week from a small bed of Progressives.

Again we have grown on our Eastern Sho' Farms one of the finest crops of plants. We have had plenty of rain from time plants were set until the crop was grown. This means a heavy long rooted plant and that the quality will be equal in every way to the very best plants it is possible to grow. We have made our prices just as low as we can possibly make them and furnish the grade of plants we do, and give the service we try to give.

PREMIER (Kellogg's Premier)—Per.

The money making king of all early varieties. If there has ever been a strawberry originated without a fault it is the Premier. We have grown it five years on our own farms and have never found a berry to equal it. The Premier is surely in a class to itself. It is a universal variety. We have sold plants in every nook and corner of the U. S. and have never received a complaint. But everyone who have seen the plants growing and fruiting agree with us that they have never seen its equal.

We describe it is follows: It is a strong polinizer, strong vigorous grower, and a heavy producer of extra large bright red berries of the most delicious flavor, solid red to the center. Hundreds of people who have visited our farms and seen and tasted the fruit have stated that it was the most perfect berry they had ever seen or tasted. A berry with the qualities of the Premier, can not but help producing the results required. Therefore as a money maker it has no equal. Premier produced for us this year (1920) on our own farms at the rate of more than $3,000 per acre. One of our neighbors sold for more than $2,500 on three-quarters of an acre of Premier. And reports of $1,500 to $2,000 per acre are very common. Premier is a prize winner everywhere. And brings the top market price both at the loading stations and in the markets. Will equal the Klondyke or any other long distance shipper, as a shipping variety. And when it is once sold on your local markets you will find it hard to sell any other. Begins to fruit with the early varieties and continues until the season is well over for the late sorts. We sold our first plants in the South two years ago, and in every section where we had sold plants there we were swamped with orders the past season. There has never been enough plants to supply the demand, and won't be for several years to come. We sold every plant from our nursery beds last season at $10.00 per 1000, and had to return thousands of dollars for Premier orders. We set 200,000 Premier plants last spring for plants this season, and do not expect to be able to fill our orders again this season. We have also set a large acreage for fruit, as we find the fruit much more profitable than the plants. Even at $10.00 per 1000, we lost over $1000 per acre last season by selling plants. Our Premier berries netted us $9.00 per 32-quart crate which was about $1.00 per crate more than any other variety.

No matter in what section of the country you are situated we urge you to grow Premier, for your main crop of berries, and place your order early.

DR. BURRILL (per). The Million Dollar Strawberry.

Dr. Burrill is early to mid-season, and is our next favorite variety to Premier. We have grown and shipped both plants and fruit of the Dr. Burrilll for several years; getting our stock from the introducer. It has always been a paying variety for us. It is a strong hardy grower on any soil and a berry that should not be overlooked by the new beginners. We describe it as follows: Fruit large to extra large in the beginning, decreasing in size as the season advances; color dark red through to center, with excellent flavor, and considered to be among the very best table varieties. Is wonderful productive and a good one to plant with such varieties as Haverland, Dr. Burrill and Sen. Dunlap. Is very closely related and indeed it would take an expert to distinguish between the two. However, we are assured it is a seedling of the Crescent and the Dunlap. One of our very best sellers, and you won't go wrong on planting. We have about five million plants this season of Dr. Burrill.

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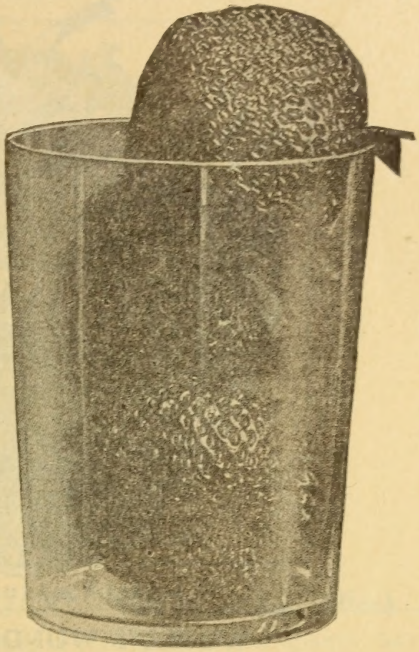
No, Not A Bundle: Just One PREMIER Plant. Note the extra crowns and long fibrous roots.

We Have A Large Stock of Plants, But Advise Placing Your Order Early To Save Disappointment

FORD (Per)



FORD. A Popular Variety Everywhere.

Ford is mid-season to late. An ideal and universal variety. We offered Ford for the first time about six years ago, and stated that it would become as well known in a few years as it's namesake, the Ford Car. We have not lost our bet. The Ford is almost a second Premier. About the only difference is the Ford is a week later in ripening. Ford is exceedingly productive of large, bright red berries, red to center, and with very best flavor. Is firm enough to be a good shipper and to be grown anywhere. A strong, healthy plant maker, large blossoms which are very rich with pollen. We seldom have enough Ford plants to supply the demand. Last season returned more than 100 orders for Ford plants, and some of our customers have had their orders booked for months in advance for their 1921 supply. We can not urge you too strong to get your order in early this season.

Mr. Haskel, of New York State, writes us as follows: "Have been growing berries for over 30 years; your Ford plants have produced the finest berries I have ever grown. I consider this the grandest variety I have ever tested. Shall grow no other late variety but Ford.

A Penna. grower writes: I thought Chesapeake would never be surpassed for quality, but Ford goes them one better. Plants are so much more hardy and productive. Will discontinue Chesapeake and grow only Ford.

Mr. Davis, of N. J., writes: Ford has done more than you claimed. It is more than a Ford. IT IS A PACKARD. Finest berry I ever saw or tasted. Grown a fine crop on very poor land with very little manure. Planting nothing else this year.

LIBERTY BONDS ACCEPTED AT 5 per ct. PREMIUM

WORLDS WONDER

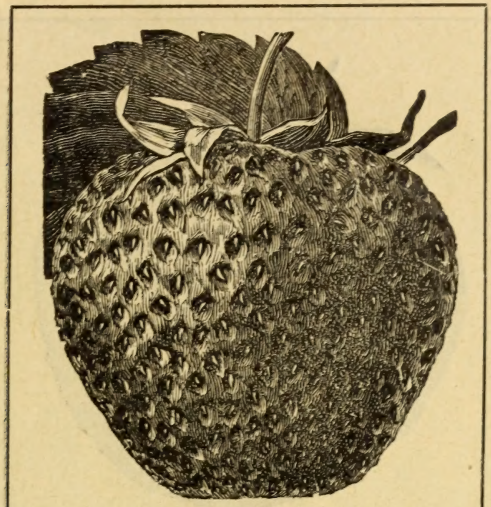
WORLD'S WONDER (Per)

One of the very latest, and the largest berry grown. For past five years we have been selling Worlds Wonder plants. Have tested it for more than ten years. In size we have never seen its equal. In fact, as many of our customers write us, it looks more like apples than strawberries in size. Wherever Worlds Wonder has been planted it has become the great favorite as a show berry. Has a most pleasant taste; one of the very hardy growers, and few equal it in production. We have never had anythnig but praise come back and every year our sales more than double. Which speaks louder than anything we could say.

We just add, if you want to grow some of the King berries in your locality, plant some Worlds Wonder plants. We have made the offer to give $10 in Gold to any grower who would send us a plant that would bear a larger berry than Worlds Wonder, and still hold the offer open.

JERSEY GIANT—Early (Per)

On the request of a number of our customers we had added this variety to our list. We understand that this variety originated in N. J., and is one of the popular sorts there. We find it a good plant-maker, and when visiting one of our customers last spring found the plants loaded with high quality fruit. Size, medium to large, bright, firm good quality berries. While we thinkk that such varieties as Premier are considerable more profitable in most sectons, it may be a profitable berry on certain soils.



EARLY JERSEY GIANT

EARLY JERSEY GIANT—Van Fleet Int (Per)

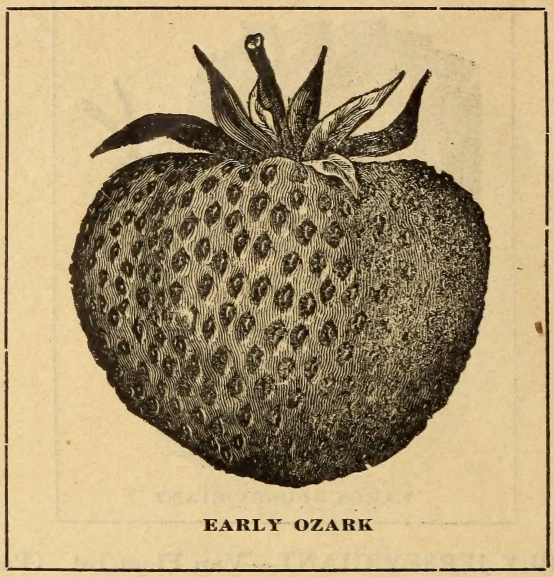
A very large, medium-early berry of the highest quality; has a large green showy calx, extra large plants that hold the fruit well off the ground. Until the arrival of Premier we considered this our best early variety. Is a great favorite in N. J., and a money maker. Seems to do well on most soils and recommended by the leading nurserymen. Firm enough for Northern latitudes, not recommended for the South.

BUSHEL BASKET (Per)

This variety has had an unusual name. We secured some plants in 1920 from the introducer, Mr. Katkamier, of N. Y. State. We havn seen no fruit but the growth of the plants fully live up to the description and name which he gives. Is without doubt the largest plant we have ever grown, and we are looking forward to see some fine large berries. The introducer offers $1,000 in Gold for 100 plants of any new strawberry that has the money making qualities of the Bushel Basket strawberry. This is a pretty good offer and one we should all go after. We advise testing this variety at once, and that you place order at once..

MATTHEWS EARLY (Per)

We had thought the Matthews was about done, but find we have another thought coming. Mathews is not a good variety everywhere. We do not recommend it for light soils, but on heavy soil where an early variety is wanted, it meets the requirements, a fine plant maker with fruit that resembles Klondyke.



EARLY OZARK

EARLY OZARK (Per)

As an extra early market variety Early Ozark stands very near the top. Plants are very large bushy and is exceedingly productive of extra large dark red berries that are just as red to the center. We have received some of the most remarkable reports from this variety. Where there is any notion to plant Excelsior, Early Ozark should always be used instead. We discontinued the growing of Excelsior years ago on this account—it was so much better in every way and just as early.

TOWNSEND'S BIG LATE (Imp)

This is a variety that has been thoroughly tested for years, and is the running mate with Ford. Is a female or imperfect variety—Big Late differs from all other varieties, both in plants and fruit. Plants are tall and robust and each plant is surrounded with the large bright red shiny fruit that looks like it had been polished. Is firm, and of the very highest aromatic flavor and has won on every point of perfection that go to make up the strawberry. We have kept Big Late in the pantry for several days without showing a sign of deterioration. Whenever placed on the market has always brought top-notch prices. Under ordinary culture it will easily yield at the rate of one quart per plant. And with high culture will double this quantity. Don't fail to set some of Big Late by the side of Ford and you will have a pair of winners. We expect to grow a large plot ourselves for fruit the coming year. Season medium late.

Mr. M. B. Halstead, Trumbull Co., Ohio, and his beautiful plot of Worlds Wonder.

TWILLEY (Per)

We have been growing Twilley for a number of years and consider it one of the best early varieties. Has nothing but good qualities. A vigorous grower on any soil, berries long and pointed, a rich red color to center; size, medium to large with an excellent flavor, and one of the very best shippers. Our Southern customers as far down as Florida are finding the Twilley a great money maker, and we recommend it especially in the South where a good firm berry is most desired..

CAMPBELLS EARLY (Per)

Not as good as Premier, but a good early variety and one that pays well; a good hardy grower of rich dark red berries; very firm and good quality.

If it's Ever Bearing Strawberries, LUCKY BOY is the Climax. Bigger, Sweeter and more productive. Fruits a big crop the first year, and a bigger crop the second year. A Townsend introduction.

TOWNSEND'S MISSIONARY. See description below.

MISSIONARY—Townsend's (Per)

Missioary heads the list of all extra early Southern varieties. Since 1906 Missionary has been growing more popular every year, not only in the South, but in the great strawberry sections everywhere. It is truly a universal variety, and a money maker everywhere, and today is one of the most popular varieties on the markets. It is the Townsend Missionary that you see on the fruit stands in midwinter selling for $1.00 and up per quart. It is the same Townsend Missionary that you see on the fruit stands late in the .spring or early summer, bringing fancy prices, that are being grown in the most Northren states. Some of the finest berries I ever saw were Missionary berries on a fruit stand in Boston, July 1st, grown in the Cape Cod section. Townsend's Missionary is an ideal berry for the new beginner to start with. Is one of the easiest berries ever grown. If you want to grow prize winners, grow them in hills the Townsend way. If you are not so particular about the large size, just set the plants, give them a little attention and a litle manure and you can grow a bumper crop of medium size berries with little expense.

For fifteen years we have been growing an increased acreage of Townsend's Missionary every year and the demand has increased every year with the supply. Some of the largest strawberry sections in the world, like Marion Station, Md., grow more than 75 per cent. Missionary. Again we have grown **Millions** of these plants on our new ground farms and hope to be able to supply the demand.

It will pay you to send us the order for Townsend's Missionary, as we specialize in this variety, having introduced it year 1906, and have taken great pride in the variety and have kept it fully bred up to the standard all this time. And today our plants are even more productive than when we first sent them out. Some growers have sent out worthless varieties labeled Missionary. If you want the GENUINE MISSIONARY, send the order to TOWNSEND.

KLONDYKE (Per)

The leading market variety for second early in all Southern states. While not so productive as some varieties, Klondyke has the shipping qualities, which go to make up an deal Southern commercial variety. The plants are always vigorous and healthy and do well on most soils. In the fifteen years we have been growing Klondyke we have built up one of the most productive strains of Klondyke plants, and according to our many letters received from our customers the Townsend strain of Klondyke yields from two to three times as much as the ordinary Klondyke plants do that are taken from the middles of the rows on commercial plantings year after year. One Texas grower wrote us that our plants were cheaper at $10.00 than the ordinary Klondykes as a gift.

Another grower from North Florida says "our growers have tried all kinds of Klondyke plants, but they get much better crops from Townsend's plants, that is the reason our orders are running so heavy".

An Illinois man wrote us last spring: "Send us 10,0000 more Klondyke plants. We purchased Klondyke from you several years ago and they produced more fruit than I ever saw on Klondyke before or since. We can buy them here for about half whatt you ask, but we believe yours are the cheaper plants.

A grower from Alabama told us that he received more than twice as many crates per acre from Townsend's Klondyke as from Home Grown and Tenn. plants.

That we have been furnishing the largest Associations in the country year after year with our Klondyke plants, when they have millions of their own growing, seems proof enough that buying Townsend's plants pays. We have something like **ten million Klondyke** this season, mostly on new land just cleared from the brush, and shall be pleased to quote you our very best prices on your wants. We can usually dig our Klondyke plants any time during the Winter months, when they are needed for Southern planting.

SUCCESS (Per)

Success has been grown for a long time, and is still popular in the Northern States; not profitable in the South. Is wonderful show berry when fresh picked and one that brings big money on a local market; not recommended for long shipping distance.

SENATOR DUNLAP (Per)

In a straw vote a few years ago Dunlap easily won over all others as the most popular strawberry. We do not recommend it for the South, but elsewhere it is indeed a great money maker and a good all purpose variety. Easy to grow, just the thing for the beginner. Will grow a full bed of plants on very poor soil and with very little manure. Is considered one of the very best for home use and canning. And in the North is considered one of the very best secod early for market purpose. Exceedigly productive, plants small, but have long roots that make it a sure cropper and great drougth resister. We have a wonderful productive strain of Dunlaps that never fail to please. And our prices are very low considering the quality of our plants.

HAVERLAND (Per)

A very popular standard variety, fruit medium to large, color light red, firm and ordinary quality. When set with Dunlap they usually make a good pair. Not recommended for Southern commercial use.

GLEN MARY (Per)

One of the old popular sorts for New England and most sections of the North. Does not do so well in the Easts or South. Is of good size and exceedingly productive of rich colred berries, quality ordinary. We have many customers who will plant nothing else as a mid-season variety.

PARSONS BEAUTY (Per)

One of the most productive varieties on the market in a mid-season berry. Large size and an excellent variety for the North or canning purposes. Not a good shipping variety from the South. When picked fresh from the vines is among the very best table berries.

NIC OHMER (Per)

A medium late variety that has its greatest popularity in the West. Is an old favorite on the Pacific Coast and most of our plants go there. Size medium to large with very high quality. Makes a great number of medium size plants that are given to rust in damp land in the East. To those who wish this variety we have a good stock of the old strain.

IMP. NIC OHMER (Per)

This is a variety claimed to be a cross of Nic Ohmer, or rather a seedling. We have grown it two years and see but little difference either in fruit or plants. Just a few days later than the original Nic Ohmer..

AROMA (Per)

The leading market berry in the West and many sections of the South and Southwest. Size medium large and quality ordinary; season medium to late.

A COMMERCIAL TRIAL BED. Every strawberry grower should have a trial plot, and test out in a small way all the new varieties. This is the way we find the BEST for our own soil.

GIBSON (Per)

Berries large dark red; plants very productive, and hardy growers. Resembles Parsons Beauty. We have a good supply of plants and recommend it for our Northern customers who want a good productive berry for local market o home use.

POCOMOKE (Per)—Same as Gibson.

PAUL JONES (Imp.)

This is truly a money variety; very productive of large size long pointed berries that are colorful ali over. Is a strong healthy plant grower and one sure to please where quantity is the desired point. We have grown a good stock of plants.

SAMPLE (Imp.)

One of the most popular old sorts and a variety sure to please all who grow it. Bright red in color, large in size, ,delicious in flavor,, and very attractive in appearance. Very productve and firm. Blossoms are imperfect and should be polinized with such varieties as Big Joe or Ford.

WM. BELT (Per)

Is still a leader in many sections as a good late home market variety. It is very hard to surpass this variety in quality, but when we produce the Ford, Townsend's Big Late and Premier, Wm. Belt holds no longer the high honors of quality. But is still ahead of more varieties than are ahead of the Belt.

BRANDYWINE (Per)

But for a few customers we would discontinue Brandywwine as there are so many better varieties. Season late, fruit large to very large, dark red and quality fair; a good strong plant grower.

FENDALL (Imp.)

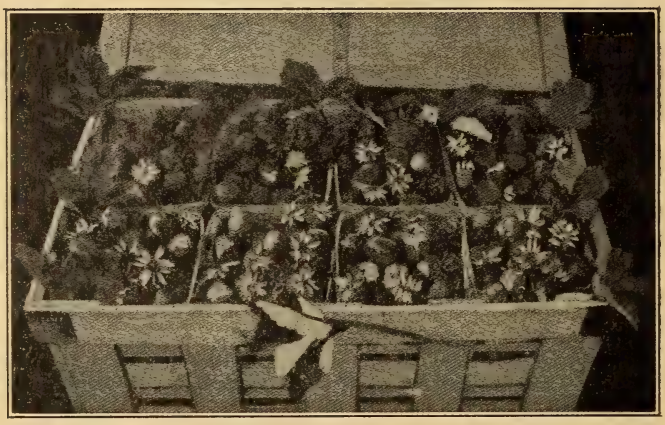
One of the very good late imperfect varieties that should be planted with Ford, Big Joe, Chesapeake, Townsend's Late, etc., is exceedingly productive and extra large size bright scarlet red berries. It is said to have grown more than 20,000 quarts per acre in this state near Baltimore City, where it was originated. Fendall always pleases. .

REWASTICO (Per)

One of the late varieties sent out from Maryland a few years ago that has made good in most sections. Said at the time to be the only real competitor of the Chesapeake; in some respects it is better than that in plant growth. But we think the Chesapeake still the best berry, where the plants can be grown.

GANDY (Per)

One of the best known strawberries and one of the best all around berries. Does best on black springy soil but will grow fairly well on clay soils, never plant on high sandy land.



A Crate of PRESIDENT HARDING, Our New Late Berry. One of the largest and most productive commercial varieties we have tested. Fruit extra firm and good quality. Color, dark red to the center, a strong plant grower and a winner in every way.

PRESIDENT HARDING (Per)

A perfect flowering medium to very late, extra strong hardy plant maker. Large foliage with very dark leathry appearance, fruiting stems long and erect, holding the fruit well off the ground. Extra long roots and a great drouth resister. Does not rust even in wet seasons.

Size of fruit is extra large throughout the season. Fruit extra large with good quality, and extra firm. Color deep red to center. Has no green tips, is a real show berry. President Harding is a chance seedling found by one of our growers seven years ago, and has been thoroughly tested in a number of soils, and I am more than anxious to have it given a further test in all parts of the country and believe that it will prove a winner for most of us who want a good late commercial variety as well as a good one for home use. DON'T FAIL TO TRY IT.

CHESAPEAKE (Per)

With the exception of plant growth Chesapeake is one of our very best varieties. Season very late and quality of fruit is very fine; size large to very large. Does best on rich springy soil. If your soil is high and thin, would not recommend Chesapeake, but rather such varieties as Ford, Big Joe, Dr. Burrill, etc., but if you have a good soil Chesapeake will do wonders for you.

KELLOGG PRIZE (Imp.)

The berries are very large and pointed, firm and ordinary good quality (not the best). Very productive, resembles Sample very much and would say that a descrition of Sample would describe Kellogg Prize very well.. We have a fine stock of plants direct from the Introducer and can supply you at reasonable rates.

HOWARD 17

Introduced by Mr. C. E. .Chapman, of Conn., and originated by A. B. Howard & Son of Mass. Howard claims the following:

More dollars are being made growing this wonderful variety than any other. Plants are vigorous with perfect foliage. Yields at the rate of 15,000 quarts per acre. Berries very large, firm, beautiful and delicious; season very early to late. A strawberry without a fault and will solve the variety question for both home and market. Was produced after 30 years of scientific plant breeding, and after 25,000 seedlings had been originated.

We have seen no fruit except on Spring set plants; we have grown a fine bed of plants which were received from a reliable nursery and advise our friends to give the Howard 17 a trial.

Swedesboro, N. J., June 25, 1919.

Dear Sir:—I feel I must write to tell you how I like the "Howard No. 17." From what you have written me at different times I naturally expected it to do very well but to say that it far exceeded my expectations is putting it mildly. It is certainly a wonderful berry and you cannot praise it too high. My only regret is that I did not get more plants to start with. It should be called the Million Dollar Strawberry, because I am sure it will mean greatly increased profits for strawberry growers everywhere. As a rule I usually discount statements by introducers and also go slow on praising new varieties after a test of only one season, but the "Howard No. 17" is so outstanding in its superior qualities, both as to plant growth and fruit, that I am recommending it to others and will set every plant I can get next spring for our own fruiting. You should certainly have a vote of thanks from strawberry growers everywhere for your part in introducing this wonderful berry, I send you my own herewith.

Yours truly.
WILLARD B. KILLE.

Ipswich, Mass., July 24, 1919.

Dear Sir:—Your letter of recent date received. I no doubt you desire to know the truth and nothing but the truth with regard to the "Howard No. 17" strawberry, and I will write just that as I have found it. The plants of "Howard No. 17" are fine, healthy and free from rust. Run just enough to make a good row. The fruit ripened early and the berries were very large and as fine as I have yet seen. "Howard No. 17" is exceedingly promising variety, being very healthy and vigorous in vines and having exceptionally large fine fruit, well worthy of trial and a safe variety to set.

Respectfully yours,
ALBERT F. TENNEY.

Littleton, Mass., July 5, 1919.

The strawberry season is now over and I thought you would like my report on the "Howard No. 17" plants that I got of you last year. The berry is certainly a good one and a heavy bearer. It made me a lot of money and it kept its size up until the very last. The plants are just as dark green now as they were last fall. Think it best to grow this berry in narrow row. The berry is well suited for growing in hills as I have a friend of mine in New Hampshire a few potted plants last summer and they cannot say enough in praise of the berry. Am sending photo of part of the bed of "Howard" and I think you will agree that there is bloom enough to suit almost anyone. The "Howard" is going to stay with me as its good enough for any one to grow. Thanking you for the chance to get this berry. Yours,

JOHN H. HARDY

Maple Grove Poultry Plant,

64 South St., Milford, N. H.

Dear Sir:—Yours of the 25th in reference to "Howard No. 17" at hand. Will say it proved up to your claims in nearly every respect. It certainly is a wonderful berry. I had them set on rather light soil, about the poorest I had for a big yield, but they sure shelled them out, and they were so early. I got top prices, 40c. per box, for some of them. I got 40 boxes two days in succession from my patch of six square rods. I estimate I received fifteen dollars per square rod for plants and berries sold and set 1,500 plants myself—all I had room for. I am getting nearly an acre of land into good condition for next year and plan to set most of it to "Howard No. 17." Yours for best berries,

C. A. BAKER.

Plant Some Lucky Boy This Season—You Will Be More Than Satisfied.

LUPTON—Late (Per)

Is truly a show berry and one of the very best sellers on the market. Plants are vigorous and productive. We have never seen a berry that makes a better show when crated up for shipment; has a large showy calx that sets off the bright red berry. Lupton is sure to be a winner and we advise all commercial growers to try it. We believe for a late berry our customers in Florida could not get a better one, as its firmness would stand the long haul. Much better than Nic Ohmer in our opinion.

A REPEATER.

Bradford, Ill.

Plants you sent me were just fine, I never saw such nice ones. Thanks for being so prompt in sending them. Am sending you another order.

Mrs. M. L. H.

Cambridge, Vt.

Dear Sir:—My surprise was great when I opened the box of plants and found so many more than I paid for. All large with heavy long roots. With best luck, I am yours truly

Luther P.

Oxford, Pa.

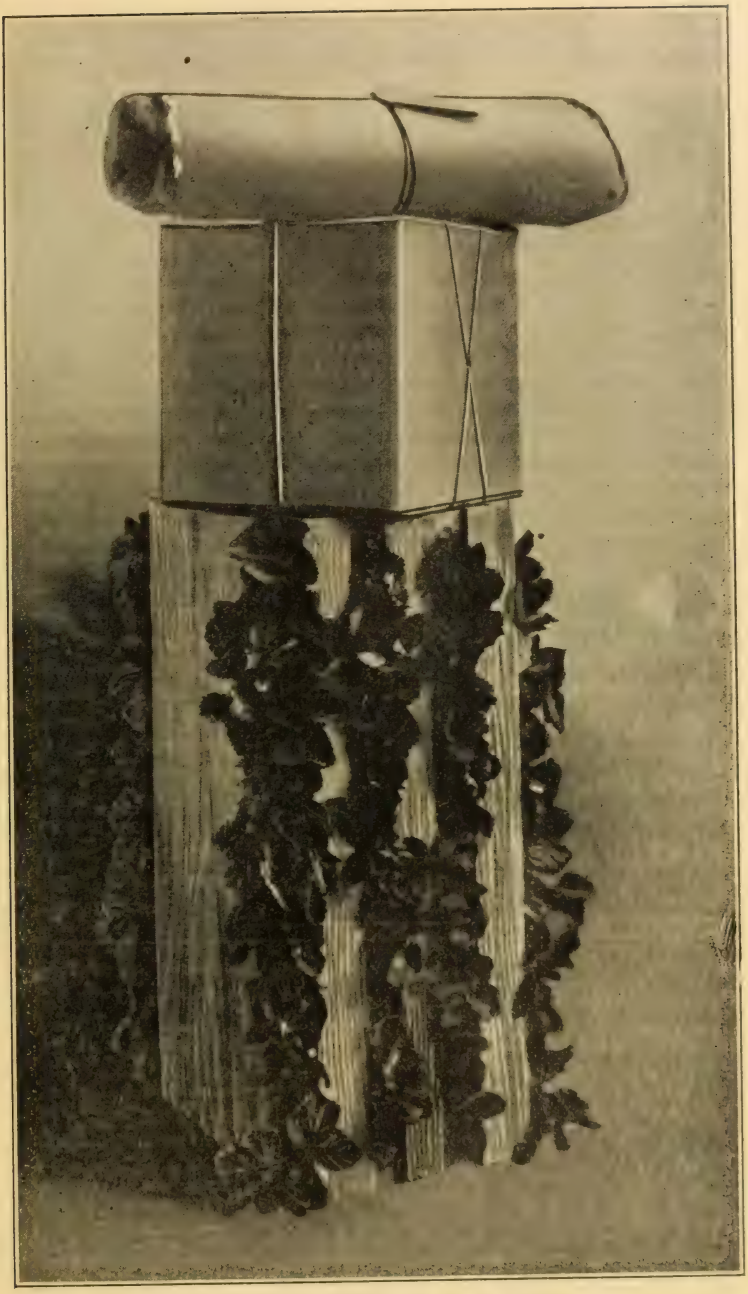
Will not need any more plants this year, but wish you could see an acre of plants we have grown from the last year's planting, will send you a photo.

M. W. B.

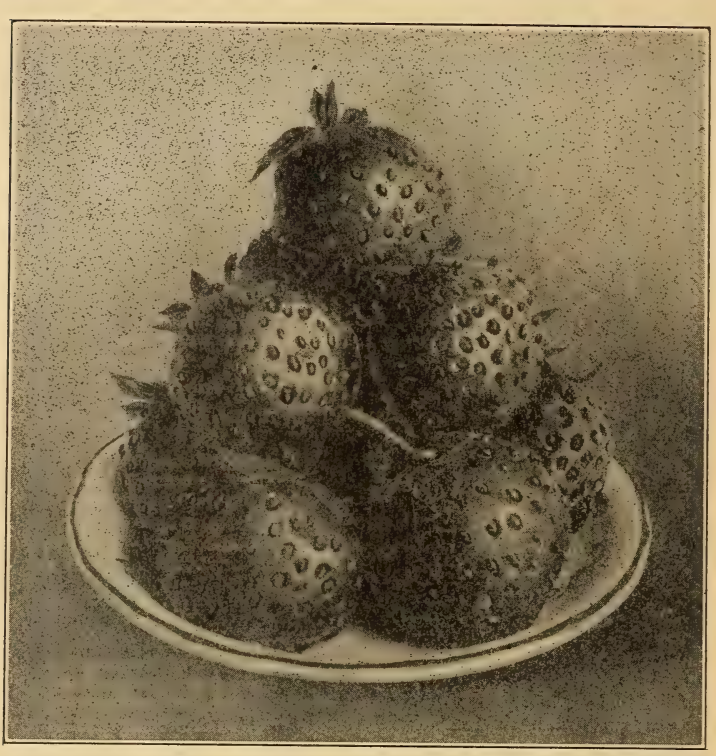
Ruskin, Fla., Feb. 2, 1920.

Dear Sirs:—I have the best berries this year I ever saw, everybody says they are the largest and fullest they ever saw grown here. I got the plants from you and want more just like them.—Respt.

D. D. E.



Packed ready for shipment by E. W. Townsend, Jr.



A Dish of LUCKY BOY Everbearing Strawberries, one of the biggest, sweetest and most productive of the ever bearing.

TOWNSEND'S EVERBEARING STRAWBERRIES

Hundreds of letters are received by us every year stating that our Everbearing plants are all and even more than we claim for them.

A Townsend Everbearing Strawberry Garden is one of the most pleasing and profitable crops ever grown. Thousands of kiddies have been made happy by the growing of one of these gardens.

Besides the pleasure for the home, and the usefulness in having fresh strawberries for the table for several months in the same year plants are set, they are the most profitable crop grown in dollars and cents.

It is nothing to get reports that from a few hundred plants more than a hundred dollars in cash has been received after supplying the family.

We are offering only the cream of the Everbearing varieties, grown in our own nurseries in the garden spot of the world.

PROGRESSIVE (Per)

A universal Everbearing variety. The first successful Everbearing variety to be introduced and has been grown more than and other variety. One of the sure croppers from Spring until snow flies. Fruit a rich dark color, with mild flavor which is very pleasing, size medium when grown in matted rows, but good size when grown in hills; not only an Everbearing, but a spring cropper also, and a berry that should be in every garden in the land. We have one of the largest crops of Progressive plants we have ever grown, at reasonable prices, and solicit your orders.

SUPERB (Per)

This is a Cooper origination, and seems to a Northern variety. Is not a true Everbearing variety in the Southern states; was a favorite with many of the North until Lucky Boy arrived. Size medium to large, very firm and good quality; a fair spring cropper.

LUCKY BOY (Per)

This is the leader of all the Everbearing varieties, and we describe it as follows: Bigger, sweeter and more productive than any other variety. Not only the best Everbearer but the best all-around strawberry grown. Easy to grow; blossoms cut on new plants once in the spring do not have to be cut any more. Is a true fall bearing plant and will fruit until the ground freezes hard in the fall.

LUCKY STRIKE

Has proven an excellent Everbearer in some sections, while in others it has failed to produce. We have picked two quarts of berries from one plant at one time. This is the greatest production on record. There is no plant that can produce more fruit in the Spring than Lucky Strike. We lost our crop of plants in 1919 and have just succeeded in getting a small stock to offer this season. We would like our friends to give it a trial, especially our Northern customers.

Prices:—6 plants, $2.50; 12 plants, $5.00; 25 plants, $8.00.

No more than 25 plants sold.

Hope, R. I.

Dear Sirs:—The strawberries bought of you last spring are very fine indeed, we are picking a lot of very fine berries from the ever bearing. I am very much pleased with Townsend's plants and service and will speak a good word for you when ever I can.

Mrs. L. S.

Chatham, Mass.

Gents:—Just a word to say that I am glad to get the plants but did not expect so many. And want to say that you are the square deal nursery that you claim as not many people would have recognized a claim this old. With very best regards

J. F. N.

Durham, N. C., Sept., 25, 1920.

Gents:—I ordered my plants last spring too late and when they came it was two weeks before I could get my land ready. Had to heal them in and after all this I did not lose 2% of them. They are doing fine and I want to set 10,000 more this fall.—Respt.

W. H. D.

Mullica Hill, N. J.

Gents:—Please accept thanks for prompt attention and fine plants and fine count. Quality of plants could not have been better. This means return orders in time to come. The Progressive plants were the limit for size. Wish I had ordered more.—Respt.

Jos. W.

Enjoy Strawberries? Why Not Grow Them Yourself?

Yes, you can do it. Lots of folks are surprised every year to find how easy it is. Some start with a little bed to supply berries for home use; others begin growing them to sell. The first mentioned class get finer berries for the table and more of them than they ever had before. The others find out what a big demand there is for the big fresh luc-ious berries, and how easy it is to make big money when you have plenty of the big fresh first class fruit.

You should certainly be in one of the classes. Townsend will help you all he can. He will start you right any way if you will let him. Its not the man that grows the largest field of berries that makes the most money all the time. No; its the man that plants the proper kind of plants and gives them proper attention. Plants out just what can be handled to advantage and gets the top price for his high class fruit.

A back yard or an acre of ground can not be made to yield as much money per acre from any other crop as when planted to strawberries. Right here let Townsend suggest some universal varieties for your home garden for family use or market purposes.

PARCEL POST RATES

Zones 1 & 2, figure 10c. per 100 plants or less.

Zone 3 . .	15 cents per 100 plants.
Zone 4 . .	20 cents per 100 plants.
Zone 5 . .	25 cents per 100 plants.
Zone 6 . .	30 cents per 100 plants.
Zone 7 . .	35 cents per 100 plants.
Zone 8 : .	40 cents per 100 plants.

Your Postmaster will tell you the Zone you live in from SALISBURY, MD.

$1815 per Acre from Townsend's Dr. Burrill.

Writes Mr. Geo. B. Welch of Fayette County, Indiana.—The plants ordered from you season 1918, were on the road three weeks. Notwithstanding this delay we set the plants and they produced at the rate of 7260 quarts per acre and sold for $6.00 per 24 quart crate, a net profit of $1815 per acre.

PS.—These plants were set on a poor red clay slope that would not have grown over 40 bushels of corn per acre.

NOTE.—No matter where you are situated our plants will reach you in growing condition and produce the big crops we claim they will. Townsend's Dr. Burrill is a mortgage lifter.

Halls, Tenn.

Gentlemen:—The plants have been coming O. K. and giving satisfaction. You certainly do fine packing. Two of the boxes were delayed ten days and then came in fine shape as could be. With kindest regards, I am

M. C. L.

Viola, Idaho.

Gents:—I must write to tell you of my success with your plants. Although the season was the dryest on record we never lost a plant. Finest plants and did the best of any plants we ever bought. Am well pleased with your service.—Respt. yours

L. A. B.

1920 PRICE LIST 1921

OF

Townsend's High-Grade STRAWBERRY PLANTS

Instructions for Determining the Cost of Plants.

Beneath the varieties in each column below is a complete scale of prices which applies separately to each individual variety listed in that column. If plants are wanted of more than one varety, figure that variety separate same as though you were ordering only one variety.

COLUMN 1.	COLUMN 2.	COLUMN 3
AROMA	CAMPBELLS EARLY	BUSHEL BASKET
BIG JOE	FORD	
DR. BURRILL	HOWARD 17	
EARLY OZARK	KELLOGG PRIZE (I)	PROGRESSIVE
FENDALL (Imp)	LUPTON LATE	
GANDY	NIC OHMER	SUPERB
GIBSON	Imp. NIC OHMER	
HAVERLAND (Imp,)	PREMIER	Townsends BIG LATE
KLONDYKE	EARLY JERSEY GT.	
MISSIONARY	SUCCESS	WORLDS WONDER
MATHEWS EARLY	AMANDA	
REWASTICO	MASCOT	CHESAPEAKE
PAUL JONES (Imp)	GLEN MARY	
PARSONS BEAUTY	WM. BELT	PRES. HARDING
SAMPLE (Imp)	JERSEY GIANT	
TWILLEY		
SEN. DUNLAP		
BRANDYWINE		
25 Plants..$ .50	25 Plants ..$ .60	25 Plants ..$ .75
50 Plants.. .75	50 Plants .. .85	50 Plants .. 1.00
100 Plants .. 1.00	100 Plants .. 1.50	100 Plants .. 2.00
200 Plants .. 1.60	200 Plants .. 2.00	200 Plants .. 3.00
300 Plants .. 2.15	300 Plants .. 2.75	300 Plants .. 4.00
400 Plants .. 2.75	400 Plants .. 3.50	400 Plants .. 5.00
500 Plants .. 3.50	500 Plants .. 4.25	500 Plants .. 6.00
1,000 Plants .. 6.00	**1,000 Plants .. 8.00**	**1,000 Plants .. 12.00**
5,000 Plants .. 25.00	5,000 Plants .. 37.50	5,000 Plants .. 55.00
10,000 Plants .. 47.50	10,000 Plants .. 70.00	10,000 Plants ..100.00

Prices of LUCKY BOY Everbearing Strawberry Plants

25 Plants	$3.00	250 Plants	$15.00
50 Plants	5.00	500 Plants	25.00
100 Plants	7.50	1000 Plants	50.00

PLEASE REMEMBER—We are plant growers and not dealers, and that you are getting the highest grade of plants that it is possible to grow—in the most favorable section on earth, and that every plant is fresh dug for your order; packed in plenty damp moss and light ventilated crates so as to reach you in good growing condition. Orders will be booked and held until April 1st when one-third remittance accompanies the order.

Townsend Wants Every "Kid" In The Country to Have All The Ripe Juicy Strawberries They Can Eat From June Until November.

A TOWNSEND GARDEN

Requires Only A Few Dollars---A Little Work, And Lots of Pleasure.

Our Everbearing Strawberry Garden

250 Plants, $5.00.

Consists of 250 Everbearing plants of our own choice, suitable for your own section. This garden will give a small family all the berries they can use from June until Nov., and another crop the following year. Plants delivered by Parcel Post for $5.00.

Our Standard Garden

400 Plants $5.00

Consists of 400 Plants of our very best varieties suitable for home use from early in season until very late. 100 Premier, 100 Dr. Burrill, 100 Missionary, 100 Ford. Our Special Delivered price . . $5.00

Our Large Family Garden

750 Plants $7.50

Consists of 250 Progressive Everbearing, 250 Premier, 250 Ford. This collection will give satisfaction in any part of the country. Our Special Delivered price . . . $7.50

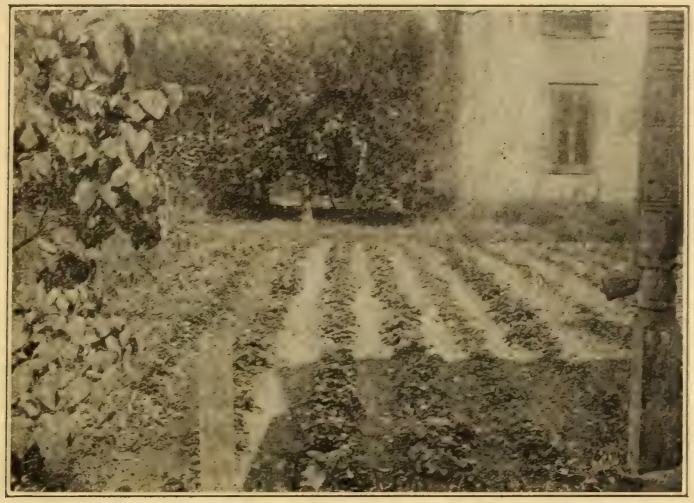
Our Boys and Girls Garden

350 PLANTS $5.00.

This garden will include 350 plants of our own selection. The very best varieties will be selected in order that the boy or girl will get the right start. Send order early and plants will be sent at proper time prepaid for only $5.00. P. S.---There will be 50 or more Everbearing plants in this lot.

A Letter Just Received From a New England Customer Says:

We are still icking our Progressive and Lucky Boy Strawberries, now—October 25th. From a little more than an acre we have sold 6,500 quarts this year and have received more than $1,900. Owing to bad health I had to quit the factory in town. I rented a few acres of land near town, and set these strawberries last April. I am more than pleased with my change. Also my health is much improved. I have more money than I ever had before in my life at one time, and have spent the time with my family, which has been a great pleasure. I expect to renew this bed and to set another half acre next spring. Many thanks to you for your help. Townsend's service has been a great help to us.



Mr. C. Roberts, of Montgomery Co., Ohio, sends us this ghoto—Nov. 7, 1920. This is a Townsend strawberry garden Thousands of these gardens are being grown in all parts of the country and are proving very profitable to our customers. Some report cash sales from $200 to $300 besides furnishing their homes with all the berries they can use. TRY ONE THIS SEASON.

Special Bargain Selections

In order to introduce our plants in as many new homes as possible this season, we are offering special BARGAINS and trying to make it as easy as possible for you to make your selections. All garden selections will be filled as near as possible, the varieties mentioned, but should we be sold out of some variety will substitute something that we know is just as good for your particular section.

OUR BIG Six SPECIAL

Only $10.00 Postpaid

This selection proved to be the favorite of all our garden selections last season. We have reduced the price from $15.00 to $10.00. This selection includes the following varieties:

100 PREMIER
100 LUPTON
100 DR. BURRILL
100 WORLD'S WONDER
100 FORD
100 EVER BEARING

BIG Four SPECIAL

Only $6.00 Postpaid

This selection includes the following:

100 PREMIER	100 DR. BURRILL
100 FORD	100 BIG LATE

A Florida Favorite Special—Only $7.50 Prepaid

This selection at Catalog price would cost $9.00 delivered
You save $1.50 on this order
This selection includes the following:

250 MISSIONARY	250 DR. BURRILL
250 KLONDYKE	250 NIC OHMER

Half Acre Market Garden Selection No. 1

1000 Premier, Catalog price $8.00
1000 Dr. Burrill, Catalog price 6.00
1000 Big Joe, Catalog price 8.00
1000 Wm. Belt, Catalog price 8.00

$28.00

Special price only $25.00. Purchaser to pay transportation Charges

Special Market Garden No. 2

Enough for one acre, Early to Late

1000 Ey Ozark, Catalog price $6.00
1000 Missionary, Catalog price 6.00
1000 Sen Dunlap, Catalog price 6.00
1000 Haverland, Catalog price 6.00
1000 Sample, Catalog price 6.00
1000 Gibson, Catalog price 6.00
1000 Nic Ohmer, Catalog price 8.00
1000 Progressive (everbearing) Catalog price.....10.00

$54.00

Special price only $45.00, purchaser to pay transportation charges

A Townsend Strawberry Garden -Grown the Townsend Way.

NEW ENGLAND GARDEN No. 3. Fancy Selection

This garden includes enough plants to set half acre and means a saving of $11.00 to you

500 Premier, Catalog price	$4.25
500 Ey Jersey Giant, Catalog price	4.25
500 Townsend Big Late, Catalog price	4.25
500 Ford, Catalog price	4.25
1000 World's Wonder, Catalog price	12.00
1000 Progressive, Catalog price	12.00
	$41.00

Special price only $30.00, purchaser to pay transportation charges

Special Ever-Bearing Garden No. 4

This garden consists of 2500 Ever Bearing plants. If the purchaser is in the South we send all Progressive; if in the North we will put in 500 plants of the Lucky Boy. When all Progressive is sent the price will be $25.00; when 500 Lucky Boy is included the price will be $35.00.

100 Progressive and 100 Lucky Boy will furnish a good large family a whole year. Sent prepaid anywhere for $10.00

Lucky Boy Ever Bearing Strawberry Garden

Means a saving of $3.00 to you

100 Lucky Boy, price	$7.50
100 Progressive, price	2.00
100 Dr. Burrill, price	1.00
	10.50
Postage	50
	11.00

Special price delivered by parcel post for only $8.00

Our Small Fruit and Flower Garden No. 5
A special bargain at $11.00

200 Choice strawberry plants, early to late	$3.00
10 Choice grape vines, three colors	2.50
10 Raspberry, red and black	2.00
Blackberry	2.00
10 Dewberry	.1.50
10 Large Dahlia Bulbs, several colors	1.00
Catalog price	$12.00

Special delivered price $11.00.

Special Grape Vine Offer

A saving of $2.00 on this order

10 Concord, Black	2.00
10 Clinton, Black	2.00
10 Catawaba, Red	2.00
10 Delaware, Red	2.00
10 Moore's Early, Black	2.00
10 Niagara, White	2.00
	$12.00

Special price, purchaser to pay charges, $10.00

Special Prices on Bush Fruits

	each	5	10	25	100
Red Currants	25c	$1.00	$1.75	$3.75	$12.50
Black Currants	25c	1.00	1.75	3.75	12.50
White Currants	30c	1.25	2.00	4.00	15.00
Gooseberry	30c	1.25	2.00	4.00	15.00
Asparagus No. 1	10c	.45	.75	1.50	4.00
Blackberry	20c	.75	1.25	2.50	7.50

Special prices on large lots.

OUR SERVICE DEPARTMENT

We do not consider the deal closed when we accept your money and ship you your order of plants. We are here to guide you in giving advice and in helping you in every way possible in growing and marketing the crop. More than one-half of the time of the writer is spent is correspondence with his customers in advising them in the different problems in growing their crops and in making selections.

In this booklet we are trying to give all the advice possible as to selecting varieties, manuring, plowing, setting plants and caring for them from start to finish—in order to avoid so much unnecessary correspondence as possible, during the coming very busy season. But any advice not given here will be cheerfully given for the asking.

We have discontinued the growing of other small fruit plants.

The growing demand for our strawberry plants prevents us from growing other nursery stock until labor conditions change. We believe this to be to the interest of our customers at this time. Strawberry plants and other nursery stock can not usually be shipped in the same package and it therefore can be ordered from another nursery without any more expense to the purchaser.

WE COULD GROW JUST STRAWBERRY PLANTS.

Just such plants as are grown and advertised by the average plant man. But would we grow ourselves?

We think not. We have seen the coming and the going of a great many plant growers since we started in the business.

We would not be content to grow just Strawberry Plants.

Our one aim is to grow only the very best plants that it is possible to grow. And to make every Townsend customer a leader in his section as a successful strawberry grower.

For this reason it is to the interest of every berry grower large or small to select Townsend as his or her Nurseryman to supply the plants for this year's crop. Mistakes and failures are fatal at this time, we must not take chances and buy something called plants just because they happen to be a little cheaper or a little nearer home. Our packing is perfect. No matter where situated plants should reach you in time, at the proper season—our prices are as cheap as the best plants can be grown and delivered to you.

Once a Townsend Customer—always a Townsend Customer—WHY?

The first thought with us when we get a new customer is to try to please him better than he was ever pleased before. We begin by serving him with better plants than he was ever accustomed to. We give him prompter service than he is used to. We never allow a customer to make a mistake in getting the wrong varieties if we can help it. We are never too busy to sit down and write our customer a letter advising him about his order. We try to give every customer a little more than he expects, (note what some of them say when writing us). We do not treat a customer in the above manner just when he is new but we try to give him better service every time he comes back.

WHEN THE ORDER IS RECEIVED.

When an order is received, first it is handed to our manager. He reads the order and letter over (if accompanied by letter), fifty per cent. of the orders sent to us is left to the Manager's own way to fill, as he thinks best. Twenty-five per cent. of the orders state: if the varieties ordered are not suited for my section, please substitute something better. The Manager at once takes his pencil and crosses out any variety not suited; or if left entirely to him to make selections, makes out the order with our very best varieties for the particular section, adding a few more plants than the customer expected or paid for. The order goes at once to the Packing House, where it is booked for shipment on a certain day. The foreman there instructs the book-keeper to add a few extras. Next the packer gets the order in hand to fill. He gives instructions for digging the order and preparing same for shipment. When plants are counted (after giving two or three plants over in each bundle) the packer finds he has a few bundles over, he places them in the shipment also, as he says no use to leave them over, we will make him feel good when the box is opened. So it goes; every one who has a crack at the order tries to do a little more than he is required to do in order to make the customer happy.

We have no favorites. Every customer is extended the same treatment whether the order is a dollar or a five hundred dollar order. In short we could not ask any one of our customers to give us more for our money than we give them, if our positions were reversed.

IS EVERY CUSTOMER PLEASED?

We answer no! No angel from heaven could please everybody. About two kickers in every thousand, (but isn't that fine?). Some few expect the plants to be shipped before we get the order. Honestly we have received letters and orders like this. Dated April 1st, mailed five hundred miles away, giving shipping instructions to be shipped April 2nd. We get the order April 3rd or 4th; on April 6th we get a letter saying we sent you an order about a week ago to ship at once. Please send plants at once or return the money. What do we do? Fill the order just as it comes in turn—no other way to do. A postal is always mailed when an order is received and booked unless the order is going to be shipped by Parcels Post same day, then no postal is required. Usually the kickers turn out our very best customers in the end, as they get just as good treatment as we can give the rest.

CULTURAL DIRECTIONS

Strawberries will thrive in almost any soil that is not too dry or water-soaked, and no crop will respond more quickly to good cultivation than the Strawberry. Strawberries require a great deal of moisture, especially at fruiting time.

PREPARING THE SOIL.—Strawberries should follow some truck crop if possible. We do not recommend planting strawberries after an old sod has been turned under, too many grubs are likely to destroy the plants. All sod land should be plowed at least a year in advance and sowed to some vine crop and manured the fall or winter before planting to strawberries, and then thoroughly worked up in the spring, where it is possible; land that has been manured a year in advance makes the best strawberries. We do not recommend heavy application of manure immediately before planting, and under no circumstances do we recommend the use of commercial fertilizer, directly under the plants when set. The fertilizer is likely to cause the plants to die as soon as the sun gets hot. If fertilizer is to be used, broadcast on the land, thoroughly work in the land a few weeks before setting plants. The finer the condition of the soil at planting time the better for the crop. If land is hard and cloddy, better roll, also if very loose sandy, it is best to roll, as this rolling holds the moisture that is so much needed at this time.

TIME TO PLANT.—The fall from November 1st to March 30th in the South plants may be set any time. In the Middle States, March and first half of April. In the North, as early in the Spring as the ground can be worked, the sooner the better. Northern customers should always order their plants shipped at least two weeks before they expect to set them out. The plants should be healed in a V-shaped trench after they have been unpacked and untied, bunches opened and roots dipped in water. Cover with a board to shade the plants and they will keep several weeks and be in fine condition to plant when the proper day arrives. We ship most orders to the far North during the last half of April. But some of our wisest customers order plants shipped during August and September, we have as good plants at this time as any one in the business, but we cannot recommend the planting at this time, and do not see where the gain is in August planting in the North. Everbearing plants set in April will fruit just as quick as the August and September plants, and much less trouble and expense.

SETTING PLANTS AND MARKING OUT THE ROWS.

After ground is in perfect condition mark rows out with any kind of light marker, that will not make too much of a sink in the ground.

IF HILL SYSTEM.—Mark rows 30 inches apart one way and fifteen inches the other and set plants in the check with a spade or trowel, being sure to get roots down straight and fan shaped, firming ground around plants hard with the hand or foot. Some customers write us they water the plants when setting them. Don't Do That! Nothing could be more injurious to the strawberry plant. Under this system, all runner plants are kept cut off and only the plant you set is allowed to grow. Plants grown this way grow to be very large and usually meet the 15 inch way, and produce more quarts of berries per acre than the latter named system. It is easy to grow one quart of berries per plant under this system. Fruit will average twice as large and sell for more money in the markets. We recommend the hill system, as so many of our customers have reported such large yields from their fields.

SINGLE HEDGE ROWS.—Mark rows thirty inches one way, and set plants twenty inches apart and allow each plant to make about two to four plants. Some very fine berries can be grown this way.

DOUBLE HEDGE ROWS.—For double hedge rows, mark rows thirty-six inches one way, two rows of plants are set zig zag fashion, and each plant is allowed to make only a few plants. The object of the double hedge row is to get more fruit to the acre than by the single hedge row. The center of the bed is kept open so as to give the plants air and sun. This is one of the intensive systems and requires much more work than the other ways, and should not be practiced on a large scale.

THE NARROW MATTED ROW.—Mark rows forty inches apart one way, set plants eighteen to twenty-four inches apart and allow to grow until row is as wide as desired and then keep down by cutting runners off the balance of the season. Usually ten inches is the desired width. This is probably the most common system of growing berries in the large commercial growing sections, where fancy fruit is not the particular object. Too many plants should never be allowed to mat in the bed as their growth is only at the expense of the former plants and when such crowding is allowed small berries and small yields may be expected. One acre grown in the proper way is worth at least two grown the wrong way. It takes a strong robust plant to make a productive plant, it must have plenty of room and moisture, if the roots are crowded moisture will be lacking. If one is not particular about neither quality or quantity, strawberries will generally grow with as little attention as any other crop. But we always contend that anything that is worth growing is worth growing right, and advise our customers to get all there is in it by using the proper methods. The large crops are produced when grown in hills and cultivated each way, one way with horse, if in commercial lots, and the narrow way with hoe or wheel hoe. If for garden purposes, plants may be set 12x24 inches and worked with wheel hoe and give the largest yield.

The above cut shows the To vnsend way to handle plants when they are received and you are not ready to set plants for several days. Plants nicely heeled in can be kept for weeks.

CULTURAL DIRECTIONS

(Continued from page 26)

MATING VARIETIES. This paragraph should be especially noted by all.

Strawberry plants are divided into two sexes, male and female, or perfect and imperfect blossoms as the varieties are listed in our books. The perfect flowering sorts will produce as well without the imperfect flowering sorts, but should you plant all imperfect sorts, you would have indeed a very poor crop, if any crop at all. Most catalogue writers recommend planting perfect varieties of the same season, with the imperfect sorts, same rows of each, or two rows of perfect flowering to three or four imperfect and so on across the field or garden.

For best results we have found that where the most is to be gotten from an imperfect variety, (and indeed they are our very best producers when properly mated), is to set an imperfect variety between two different perfect varieties, on one side should be a perfect variety that opens blooms a few days in advance of the imperfect sort, and on the other side a perfect sort that will continue to bloom until after the blooming of the imperfect sort. When a trio of this sort is set, you are sure of getting fertilization for all blooms of the imperfect sorts, hence the larger crop to be expected and more uniform shape berries. Let us illustrate. Commence by setting two rows of Dr. Burrill, four rows of Kellogg Prize, and two rows of Chesapeake, and continue across the patch in this manner. If other cultural methods are followed success is sure with the above varieties. We shall at all times be pleased to make the selections of the perfect sorts when imperfect varieties are wanted, for main crop.

REMOVING BLOSSOMS (Very Important).

All strawberry plants whether standards or ever bearing begin to blossom very soon after being set in the Spring, and these blossoms should be removed as soon as they are all open by cutting off the fruit stems with a sharp knife or shears. Nothing weakens a plant more than letting the fruit ripen on it when it is young.

It requires but a few hours to remove the blossoms from an acre and that will mean your success in growing a strong, healthy crop of plants that will prove fruitful the following crop.

Most of the ever bearing sorts require the removing of blossoms about twice during the first season before berries should be allowed to ripen. Aside from this fact ever

CULTURAL DIRECTIONS

(Continued from page 27)

bearing strawberries are given the same care and cultivation as other standard varieties.

CULTIVATING AND HOEING.

The Cultivators should start soon after plants are set and given often and shallow cultivation the entire growing season. Always remember the shallow cultivation, nothing is more injurious to a plant than deep cultivation. The light, shallow cultivation keeps a dust mulch around the plants which is so essential in dry weather, and the roots should never be disturbed by either hoe or cultivator.

AS TO SPRAYING.—This is left entirely to our customers. They can get better advice from their State Colleges, than we can give; every locality has its own individual troubles with insects. (We are thankful that we have no plant insects on the Eastern Shore of Maryland). Neither do we have to mulch our plants in winter in order to save them from freezing. But in the very cold sections of the country where Mulch is necessary, we recommend straw manure if possible, if not convenient, any kind of straw, Marsh grass, shredded corn stalks, may be used and removed in the early spring before new growth starts. This mulch should be raked off and left between the rows as a protector to the coming fruit crop. As to the length of time a strawberry bed should be allowed to stand depends on the care given to it. We have reports that beds have been kept up for six years and given bumper crops, sometimes producing more fruit the third and fourth year than the first season. Keeping up old patches requires a great deal of work, more so than renewing with a new bed at least every two years. Old beds are given practically the same care as new beds in first year. The ground must be kept constantly cultivated and all the weeds kept out.

A NEW PUBLICATION. "Strawberry Items", published at Hammond, La., is the livliest publication out on strawberry growing. Will be of much interest and profit to all strawberry growers. We heartily recommend it to our customers. Any one who will send us a dollar we will forward their subscription to the publishers for a year. If you are not more than pleased we will refund the dollar any time.

OUR RESPONSIBILITY

As to our responsibility, we refer you to our bankers --the Salisbury National Bank of our city, all Express Co's., Postmaster of Salisbury, Md., Dunn's or Bradstreet's Commercial Agencies. Have your banker look us up for you, will only take a minute of his time, and he will be pleased to do this for you.

If you have never done business with us we will thank you to make the inqury. You will then have confidence in us, which is the foundation of all business relations. Placing an order for plants and seed is like placing your all with a man, so far as crop prospects are concerned. It is true that the plants nor seed can do it all, no matter how perfect, but good plants are the foundation for a good crop, and always remember that are none too good.

TOWNSEND'S MISSIONARY THE REAL MONEY-MAKER!

TESTIMONIALS FROM A TO Z.

For twenty years the writer of this book, has been encouraging the growing of family strawberry beds. Probably not half who have read my story year after year, have been influenced enough to make the start. But enough encouragement has been received by me, that I shall never stop the work that I have begun as long as I am able to write a catalogue. That I have done some good you will see by the following extracts from letters received from all over the Country.

ALABAMA.—We are picking berries this year from the beds of plants we bought of you three years ago. The initial cost of plants was $5.00 to say nothing of the berries we have used in our home we have sold more than $50.00 worth of berries to our neighbors every year. We owe it all to Townsend service.

ARKANSAS.—Several years ago we purchased some Progressive ever bearing plants from you. They did so well that we have never stopped growing them. Has been the best investment we ever made. No one at the time we purchased these plants from you knew anything about ever bearing strawberries in this section and today every family for miles around has them growing in their gardens. All this came about through your recommendation of the family garden. We owe you a great deal of credit.

ALASKA.—When we came here we never expected to get any more fresh strawberries from the vines. But today we are picking as fine berries from the plants you sent us as we ever saw in Ohio.

ARIZONA.—Have just finished picking last berries from our garden. We have sold more than $200 worth and have plenty stored for winter and they come again. It is the most profitable crop we have ever grown. Many thanks to you.

ARIZONA.—The Ford plants produced as fine quality berries as the Marshall, and about four times as many berries. I enclose order for more plants.

CALIFORNIA.—It is a pleasure to grow your plants. We have ordered plants from all sections, but never got any to grow like Townsend's.

CANAL ZONE.—Plants arrived in fine shape and are growing nicely.

COLORADO.—Townsend's plants are the leading plants in our valley. We have been growing them here for more than fifteen years and have never lost a crop.

CONNECTICUT.—We picked 560 quarts from our ever bearing garden to date and still lots of green fruit and blossoms October 1st. We only set 500 plants; only sorry we did not set several thousand. We are recommending your plants and service everywhere.

DELAWARE.—While I have lived in this great strawberry section all my life I have never seen any real strawberries until my Premier plants fruited this year, that I got from you. In the future I want no other but Premier.

FLORIDA.—Townsend's Missionary has put Florida on the map as a strawberry state. Long may the originator live.

GEORGIA.—I am writing to you again for the fine plants you sent us last winter. This ever bearing garden has produced abundantly all summer and fall. Better than you claimed.

IDAHO.—Folks told us that strawberries would not grow in this section. We have picked more than 300 quarts of the finest berries from our small garden this season and are delighted with our adventure. Nothing like having them fresh every day for so long a season.

ILLINOIS.—I am an old strawberry grower, have been in the busines for more than forty years. Have never seen such productive plants as you sent us. With very best regards to you and the son.

INDIANA.—Our Townsend garden produced more than 250 quarts of the finest berries, we sold more than $50 worth and have plenty for winter. We will plant an acre this coming spring.

IOWA.—We were induced by your writings to set a patch and wish to say that it was the best investment we ever made. Could never get along without strawberries any more.

KANSAS.—We raised everything else, even "Cain" but no strawberries until this year. Want to thank you for getting us started. The row of ever bearing strawberries have been a perfect show all summer.

KENTUCKY.—Will you kindly send us a catalogue, we want to buy some plants like the ones you sent Mrs. Jones last year. We have never seen such fine berries as they produced. Also send book to Mr. Griffith, who is interested.

MARYLAND.—While touring thru Maryland last year we saw some of your strawberry plant farms, as they were the finest kept plant fields I have ever seen, looked so vigorous, I want to try them out on the Western Shore. Kindly send Catalogue and price on three varieties, early to late, leaving the selection to you.

MASSACHUSETTS.—You will be blessed for the good work you are doing, many homes are being made much happier, and children are being raised healthier, by your good work. We have never seen such wonderful varieties as you are sending out. I am an old man but keep your catalogue coming. Will always be interested in your work.

A to Z---Continued.

MICHIGAN.—Your plants are the hardiest and most vigorous plants we have ever grown. You must have a wonderful soil and Climate. Our small bed of plants is a show for the town.

MINNESOTA.—The 100 Progressive, ever bearing strawberry plants produced more than 150 quarts this season. All we could expect in both quality and quantity.

MISSISSIPPI.—The 500 plants furnished our Guests and Boarders this summer with all the berries needed. And we wish to set another 500 plants this fall, as you say it is best to set the ever bearing every year in your book.

MISSOURI.—I only wish that we had set an acre of berries last spring, we have had fine success with the small lot and had lots of berries from the Lucky Boy and Progressive. Send us your catalogue soon as out, we want to book an order for enough to set an acre or more.

MONTANA.—Strawberries grow well here. I never saw better and bigger berries than Lucky Boy produced last fall. How much for 1000 plants.

NEBRASKA.—We produced 2500 quarts from our small bed of 3000 plants. Grub work spoiled one end of our bed. We think Premier the greatest berry we have seen and best for table use.

NEVADA.—We know of no one else in our section who grows strawberries. We have had good luck with our bed. We knew how to grow them before we came here. Every one is crazy over strawberries who sees ours and we are sending you a list of names of our neighbors who will want to order some of your garden selections.

NEW HAMPSHIRE.—We ordered Big Six Special last spring and must say we are well pleased. Lucky Boy is now loaded with fine large berries and all the plants are growing fine. Enclosed find a photo of our garden. The little fellow in the foregroung is our little 12 year old son who has done most of the work in cultivating the berries. He is proud of his success.

NEW JERSEY.—We have never known what real pleaure was until this summer. We had you send our gardener 500 plants, Lucky Boy and Progressive, he had them growing nicely when we arrived on Long Island for the summer. For more than two months we have had three times as many berries as we could use, and have given bushels away to our friends. Here is the picture with a stake with your name on it—TOWNSEND'S STRAWBERRY GARDEN.

NEW MEXICO.—We wish you to send us another lot of plants this spring. We have gotten used to berries now and can't get along without them. Those Progressive are fine and they fruit such a long time.

NEW YORK.—Enclosed find check for three orders for plants. We want them sent as per instructions to our three country homes: Cuba, N. H. and L. I. We want plenty of Townsend's strawberries everywhere we go.

NORTH CAROLINA.—I am writing this letter to let you know that we have had more pleasure from the ever bearing strawberry plants purchased from you last year than anything we have ever grown. People told us ever bearing plants were no good in the South, and even you did not speak very highly of them for our section when we sent in the order. But I never saw more berries on any vine than on these Progressive plants. We furnished one big hotel berries for three months, besides having a plenty for ourselves. We want another supply this season and want the Progressive.

OHIO.—Enclosed find picture of our little strawberry garden. Pretty good for two old codgers, I think each one over 70. But we have certainly enjoyed growing these plants and have not only gotten pleasure but some profit besides. As we have sold several bushels to our town folks at a nice price. Sorry we did not get started in the business sooner. If we should live will want to set a few more next spring.

OKLAHOMA.—I would be ungrateful were I not to write you and thank you for the services rendered to us in our dealings with you. We knew nothing about strawberries, never saw any growing. But with your fine plants and good advice we have gone through very nicely and have raised a fine crop of berries of which we are just'y proud. We kept no account of the quarts picked and sold but are sure that every plant has picked more than two quarts of berries and still loaded. We will set another acre this winter if we can get the plants, as we can find a good market for all we can grow. Please let us know if we can get 10,000 Progressive and what time.

OREGON.—Plants received in fine shape on the 22nd, just 10 days on the road, did not lose a plant.

PENNSYLVANIA.—For ten straight years we have had your plants and never a single failure.

RHODE ISLAND.—The plants shipped to us in April began to fruit in July and have never stopped, we have had all the berries we could use for four months, and much cheaper and better than we could have bought. This was our first effort in growing berries. I and my little boy of ten have done all the work both in setting and cultivating. We want a good supply next spring.

SOUTH CAROLINA.—We had very good success with the strawberries last season and want some more plants this season as we have a good outlet here for such fine berries as we grew. Those Premiers were said to be the finest strawberries ever seen here.

A to Z---Continued

SOUTH DAKOTA.—We are sending to you again for a few more plants, our last lot certainly did fine and we want to renew the bed again this season. Send us all the Progressive you can for the amount enclosed.

TENNESSEE.—Townsend's plants are the finest plants ever grown in this county. We picked more berries from an acre than our neighbor did from two acres. Will want forty thousand Klondyke this spring.

TEXAS.—It pays to set Townsend's plants even though you do have to send across the continent. Cheaper at $10.00 than others at a gift.

UTAH.—The berries from the plants you sent my father were the first real strawberries ever seen here. Oh! they were so big and juicy. Send me 100 plants please same kind. I want to try my luck.

VIRGINIA.—Plants received in fine condition, we are highly pleased with them. Expect to send you a $50 order next spring.

WASHINGTON.—We have seen berries, big berries and little berries, but we never saw any berries as large as World's Wonder before. Yes, they are like apples in size and big apples at that price, some measured over five inches around.

WEST VIRGINIA.—The children have all had grand results with the plants sent to them last spring, we all feel much indebted to your firm and wish you every success. And we believe you will derive great benefit from this transaction. With very best wishes.

WISCONSIN.—Lucky Boy is all you claim for it. Finest berry I ever tasted and is beautiful and large. If it is better next spring than now I will not know what to do with it.

WYOMING.—Nothing ever gave us more pleasure than the ever bearing strawberry garden sent to us. For three months we have had plenty of fine berries and now it is coming cold we will miss them so much. We are thinking of moving them to a hot house so we can have them all winter, what do you think?

NOTE—I think it is time to let them have a little rest and sleep. Would recommend covering their heads with a good blanket of straw and let them rest and sleep until next spring.

CANADA.—We have been growing your thoroughbred plants for several years, they are the hardiest and most productive plants we have ever grown, do much better for us than our home grown plants.

CUBA.—Plants arrived in fine shape and growing nicely.

Lacona, N. Y.

Gents:—Plants bought of you two years ago have done wonderful and especially the ever bearing. C. H. S.

Everything lovely and the Goose Hangs High.

Lawtey, Fla.

Dear Townsend:—Everything is O. K. down here. We have good prospects for fine crop of berries this year. People who bought your plants are well pleased and all have fine patches. Some of our folks bought of a Kansas concern and got mixed plants and are very displeased.—Your old friend

A. M. B.

Recommended by the R. N. Y.

Elgin, Ill.

Dear Sir:—You will find check enclosed for $32, one-third of the order. You were recommended to me by the R. N. Y., the best paper on earth. We know that the Premier does well here.—Yours truly

J. H. M.

Comes Back Again.

Patascala, Ohio.

Gents:—Received all the plants in fine shape last year and they did fine. Enclosed find another order as I wish to set a few more this spring. I want to thank you for your past favors.—I am yours truly

C. E. D.

North Baltimore, Ohio.

Gentlemen:—Back again for a few more plants. Find order for 11,000 and check for same. You ought to see the 8,000 plants bought of you last year. Grew them single hedge and not a plant mission. Will try and get you a good picture in the spring. —Respt.

G. W. B.

Norfolk County, Va., April 1, 1920.

E. W. T. & Son,

Gentlemen:—I received both lots of plants in good shape, the best lot of plants I ever bought. I am enclosing check for $100.00 for which send me to Portsmouth, Va. by express more Klondyke as soon as you can and oblige yours truly

M. O. J. Order No. 13597.

PS.—Mr. Johnson is one of the largest truck growers in Norfolk section.

Chicopee Falls, Mass.

Gents:—Find enclosed $15.50 for 250 Lucky Boy plants. I have had excellent results with your plants, some day want to let you know of the remarkable experience I have had with the ever bearing variety you sent me. Respt.

W. J. D.

Mr. Townsend:—I sure have a fine lot of plants from those you sent to me last year. Have been getting 35c. per quart all along and have picked more then two quarts per plant now, October 1st. Will want more next spring.

G. H. D.

Cincinnati, Ohio.

Please send us one of your catalogues. Have heard so much about your wonderful strawberries. Will be pleased to give you an order.

Sister Inn St. Joes Int. Aslym.

GRAPES

Next to Strawberries for the Home Garden comes the Grapes.

Grape Vines can easily be made into a pretty trelis, and prove ornamental as well as profitable. Nothing makes a finer back ground for the lawn than a pretty trelis of grape vines, and enough fruit grown from a good trelis to furish the home for a year. Grapes are one of the very easiest fruits grown and do not require rich soil.

We have selected six of the standard varieties of grapes, 90 per cent of the grapes grown outside of California are those varieties:

CONCORD—A standard black.

CLINTON—A standard blue-black, very fine quality.

CATAWBA—A standard red, excellent table and wine grape

DELAWARE—A standard red, one of the earliest to ripen.

MOORE'S EARLY—The standard early black grape; quality fine

NIAGARA—The leading white grape everywhere, home use or market.

Prices:—Strong, one-year old vines.

Each	5	10	20	50	100
25c.	$1.00	$1.75	$3.00	$7.00	$13.00

Two-year old vines.

Each	5	10	20	50	100
40c.	$1.75	$3.00	$5.00	$12.00	$20.00

Prices of RASPBERRIES, BLACKBERRIES, ETC.

	6	12	25	100
ERSKINE PARK. New Everbearing Red Raspberry	$2.00	$3.50	$5.00	$17.50
ST. REGIS. Everbearing Red Raspberry	1.00	1.50	3.00	10.50
CUTHBERT. Red Raspberry	1.00	1.50	3.00	10.00
CUMBERLAND. Black Raspberry	1.00	1.50	3.00	10.00
HONEY SWEET. Black Raspberry, new and delicious	2.00	3.00	5.00	17.50
LUCRETIA. Dewberries, tip plants	1.00	1.50	3.00	10.00
AUSTIN. Dewberry, tip plants	1.00	1.50	3.00	10.00
SCRUGGS. New Blackberry sucker plants	1.00	1.50	3.00	10.00
LOGANBERRY. New Hybcid Blackberry-Raspberry	2.50	5.00		

MIXED DAHLIAS

We offer about one thousand Mixed Dahlia Bulbs, more than 150 varietiss. About one half of the very finest and latest styles of Show Dahlias.

PRICES:

12	25	50	100
$1.25	$2.00	$3.50	$6 00

Large Clumps, .50c each.

PRINTED BY HASTINGS BROS., SALISBURY, MD.

Instructions To Purchasers

Order Early. It is never wise to put off ordering your plants and seed until you are ready to plant them. Many of our customers order as soon as the catalog is received. They are always the lucky ones.

How To Remit. By Money Order, Registered letter, Bank draft. Checks from our old customers. LIBERTY BONDS ACCEPTED at 5 per cent above par. We allow you $52.50 for a $50.00 Bond. $105.00 for $100.00 bond in exchange for plants. Be sure you register your bond when mailing it to us.

Time Of Shipment. We commence to ship plants in October and continue all winter and spring until May 15th. We do not advise summer and early fall planting of strawberry plants. If our customers insist on plants during September, we will ship them at their risk at double the catalog price. We advise January, February, and March planting for Californaia, Texas, and the South, April is best month for the balance of the Country.

Eastern Grown Plants. It is a known fact that we grow here on the Eastern Sho' of Md., the hardiest nursery stock grown in the Country. More than half of the strawberries grown in the North are grown from Maryland Plants. There are two advantages in using our plants. 1st, you get the hardiest plants possible to grow. 2nd, you can get our plants shipped to you when you need them to set out and do not have to wait on a Northern Nursery for plants until it is too late in season. We advise our Northern friends to have plants shipped out two weeks befor they are to be set, so as to have plants on hand when it is convenient to set them.

On Reciept of Plants. On arrival keep plants from Sun and Wind, if not ready to set the plants at once it is best to open box and dip roots in water, Repack or Trench them in a V shaped trench, packing soil around the roots and cover with straw, keep sprinkled. We have kept plants in good condition for two months in this way.

Twenty Five To Bundle. We tie all plants 25 plants to a bundle; we do not sell less than 25 plants unless it is a new variety for testing.

Our Packing The BEST. We use light ventilated crates and Patented cartons for Parcel Post and Express shipments, using plenty damp moss. We make no charge for packages.

At Purchasers Risk. All plants shipped after May 1st is at Purchasers risk.

TRUE TO NAME. While we use every means to have our plants true to name (and we believe that we come as near doing this as any one in the business) We will not be responsible for any sum greater than the stock should any prove otherwise than as represented.

Guaranty. That we will delivery to the transportation Co. in good order any order intrusted to our care. Having them sign two copies of Receipt, one of which will be mailed you day shipment is made. As we have no further control over the shipment after it leaves our hands, our responsibility ceases on delivery in good order to the Carriers. Any claims for damages for delays should be made at point of delivery. If plants are delayed in transit, always examine at Office, and if found damaged by delay, refuse same and notify us at once. Or if you accept the plants have the agent make notation on your Express bill of the condition. Unless you do this you can not make collection of claim.

C. O. D. We do not make C. O. D. shipments unless at least 25 per cent of the order is in cash. We do not pay transportation charges on any C. O. D. Shipments, and we do not recommend shipments made this way.

OUR LUCKY BOY EVERBEARING STRAWBERRY GARDEN